

'T S4/FREE/1-  
10'- 'FREE' is not a valid format name in file(s): 347,  
349

- ❖ For more records, click the Records link at page end.
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<input type="button" value="Display Selected"/>			Long

- 
1.  4/6/1 (Item 1 from file: 15)  
00858583 95-07975

\*\*USE FORMAT 7 OR 9 FOR FULL TEXT\*\*

Sales: Evaluating the return on investment  
Word Count: 1812 Length: 3 Pages  
May 1994  
Geographic Names: US

Descriptors: Health care industry; Hospitals; Sales managers; Market strategy  
Classification Codes: 9190 (CN=United States); 8320 (CN=Health care industry); 7300 (CN=Sales & selling)

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2.  4/6/2 (Item 2 from file: 15)  
01148576 97-97970

\*\*USE FORMAT 7 OR 9 FOR FULL TEXT\*\*

Predicting the demand for healthcare  
Word Count: 2698 Length: 5 Pages  
Jan/Feb 1996  
Geographic Names: US

Descriptors: Health care industry; Health services utilization; Consumer behavior; Market research; Health care expenditures; Cost control; Health care delivery  
Classification Codes: 9190 (CN=United States); 8320 (CN=Health care industry); 7100 (CN=Market research)

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3.  4/6/3 (Item 3 from file: 16)  
05024957 Supplier Number: 47377970 (USE FORMAT 7 FOR FULLTEXT)

Cover Story  
May 12, 1997  
Word Count: 2881  
Publisher Name: Crain Communications, Inc.  
Event Names: \*240 (Marketing procedures )  
Geographic Names: \*1USA (United States )  
Product Names: \*8000130 (Health Maintenance Organizations)  
Industry Names: BUSN (Any type of business); HLTH (Healthcare - Medical and Health )

**NAICS Codes: 621491 (HMO Medical Centers )**

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4.  4/6/4 (Item 4 from file: 15)

01407646 00058633

**\*\*USE FORMAT 7 OR 9 FOR FULL TEXT\*\***

Redistributional consequences of community rating

Word Count: 4034 Length: 16 Pages

Apr 1997

Geographic Names: US; California

Descriptors: Health insurance; Insurance premiums; Insurance company ratings; Studies; Wealth; Poverty; Income redistribution

Classification Codes: 1130 (CN=Economic theory); 8210 (CN=Life & health insurance); 9130 (CN=Experimental/Theoretical); 9190 (CN=United States)

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5.  4/6/5 (Item 5 from file: 15)

01395475 00-46462

**\*\*USE FORMAT 7 OR 9 FOR FULL TEXT\*\***

How much does excess inpatient capacity really cost?

Word Count: 2444 Length: 7 Pages

Apr 1997

Geographic Names: US

Descriptors: Cost accounting; Methods; Hospitals; Inpatient care; Capacity

Classification Codes: 9190 (CN=United States); 4120 (CN=Accounting policies & procedures); 8320 (CN=Health care industry)

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6.  4/6/6 (Item 6 from file: 9)

01260568 Supplier Number: 23894147 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
HMO Makeover

May 12, 1997

Word Count: 3134

Special Features: Table

Industry Names: Health care delivery; Insurance

Product Names: Hospital and medical service plans (632400)

Concept Terms: All company; All market information; Corporate strategy; Trends

Geographic Names: North America (NOAX); United States (USA)

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7.  4/6/7 (Item 7 from file: 148)

10423227 Supplier Number: 21060985 (USE FORMAT 7 OR 9 FOR FULL TEXT )  
The role of uninsurance and race in healthcare utilization by rural minorities.

August , 1998

Word Count: 4024 Line Count: 00335

Special Features: table; illustration

Industry Codes/Names: BUSN Any type of business; HLTH Healthcare - Medical and Health

Descriptors: Medical care--Utilization; Minorities--Health aspects; Rural health services--

Research

File Segment: TI File 148

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8.  4/6/8 (Item 8 from file: 148)

11304988 Supplier Number: 55610154 (USE FORMAT 7 OR 9 FOR FULL TEXT )

Response to health insurance by previously uninsured rural children.

August , 1999

Word Count: 5156 Line Count: 00458

Industry Codes/Names: BUSN Any type of business; HLTH Healthcare - Medical and Health

Descriptors: Medical care, Cost of--Research; Rural children--Insurance; Health insurance--

Evaluation

File Segment: TI File 148

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9.  4/6/9 (Item 9 from file: 148)

10861375 Supplier Number: 54035834 (USE FORMAT 7 OR 9 FOR FULL TEXT )

Risk-adjusted capitation based on the diagnostic cost group model: an empirical evaluation  
with health survey information.(Methods)

Feb , 1999

Word Count: 5922 Line Count: 00482

Special Features: illustration; 3

Industry Codes/Names: BUSN Any type of business; HLTH Healthcare - Medical and Health

Descriptors: Diagnosis--Economic aspects; Medical care, Cost of--Models; Capitated payment  
systems (Medical care)--Analysis

File Segment: TI File 148

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10.  4/6/10 (Item 10 from file: 15)

02030055 54476784

\*\*USE FORMAT 7 OR 9 FOR FULL TEXT\*\*

Achieving a balance between risk and return

Word Count: 2357 Length: 5 Pages

Jun 2000

Geographic Names: United States; US

Descriptors: Health care industry; Financial management; Risk management; CAPM; Return  
on investment

Classification Codes: 9190 (CN=United States); 8320 (CN=Health care industry); 3100 (CN=Capital & debt management)

Print Media ID: 17804

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